

Financial,
Manufacturing,
Real Estate.

The Times



Dispatch

Want Ads.,
Agriculture,
Commerce.

THE TIMES FOUNDED 1884
THE DISPATCH FOUNDED 1860

RICHMOND, VA., SUNDAY, SEPTEMBER 25, 1910.

PRICE FIVE CENTS

REAL ESTATE AND BUILDING NEWS

A Week of Much Work
and Small Profits, Say
the Agents.

IN THE OLD LIMITS AND IN SUBURBS

Business Confined Largely to
Home Buying—Business Sites
Cut but Small Figure—In-
flated Ideas of Sellers
Against Pessimistic No-
tions of Buyers.

The past week has witnessed any amount of activity in the real estate market, but as one agent expressed it to a man of news: "It was an activity that meant a great deal of hard work and very little immediate profit to the agents." This simply means that there is an abundance of inquiry for all classes of property within the city limits and away out in the suburbs and that all of the agents are being kept busy showing goods and hanging future prospective deals on the string, but doing only a limited business in the way of making sales and collecting commissions. Well, this is the season of the year for just that kind of business, and nobody knows it better than the agents themselves, and so, instead of being blue over small sales, they are measurably enthusiastic over the outlook for big fall and winter business.

One agent declared that his firm had not made a sale in the way of commissions the past week, "but," said he, "it half the deals I broke ground for in the last two days materialized. I will have sold to sell before Christmas and I will need a lot of it myself for strengthening purposes, for I never worked harder and made less money in any one week in my life."

An Old, Old Story.
Several agents who were interviewed complained very strenuously of the hard times they are having in the buyer and seller on anything like decent trading ground. It is the old, old story of the inflated ideas of the fellow who owns Richmond dirt that he really wants to sell, but puts a valuation on it because it is Richmond ground that is far beyond the ideas of the fellow who is just as anxious to buy.

One man told about the falling down of a kind of a swapping transaction that involved a matter of \$70,000, and that fell down because one of the parties to the prospective swap had his dirt valued at something like \$2,000 more than it could possibly bring under the hammer or under any other condition. In this case business sites were in the balance on one hand, and residential property on the other, and the sum of \$2,000 is a mighty small matter to split a \$70,000 transaction, but it did that very thing the past week.

Money Seems Plentiful.
The money situation has eased up considerably, and folks who own a plot of ground, or have enough money to buy one, now have no difficulty in borrowing all the money they may need to build on the same. This has made home-seekers and home-makers all the more active, and not a few of them have been investigating vacant lots both within the city limits and out in the suburbs. This is one of the things that has kept the agents so busy in their automobiles and on their bicycles.

By the way, an evidence of autumn activity may be noted in the fact that hardly a day passes that some real estate agent does not invest in an automobile. True, the things do not seem so good, and in the main they are mighty bumpy rideables, but they get the prospective buyer to the ground in short order and save a lot of time. The agents find them good things in which to show property. They beat the old horse and buggy all to pieces.

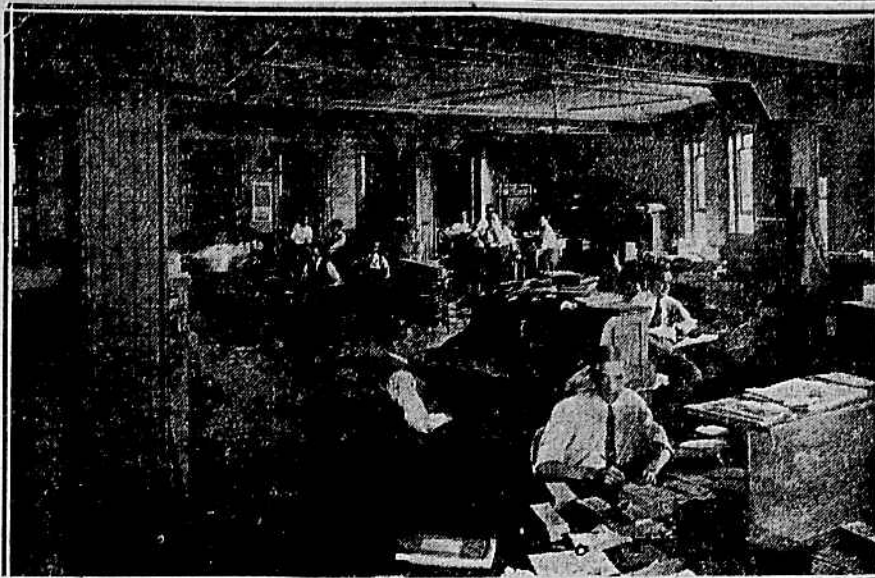
Some Good Business Anyhow.
Notwithstanding the slight drawbacks above referred to, considerable property changed hands the past week. The auction sales were very active, were well attended, and in the most of the cases sales were made without trouble. A good deal of the property that is put under the hammer has to go if anything like a decent price is offered. That is what auction sales are for, and so the troubles of getting a seller with inflated ideas and a buyer with bearish notions together do not always fall to the lot of the auctioneer. The "high dollar" was offered by H. E. Walcott for a lot of store and dwelling at Fourteenth and Franklin Street, and the bidder got it for \$5,500. J. T. Goddin & Co., being the sellers.

Several other places were sold at auction in various parts of the city, and this simply shows that when a seller really means business there will be no trouble about finding a buyer for desirable Richmond realty. None of it goes begging.

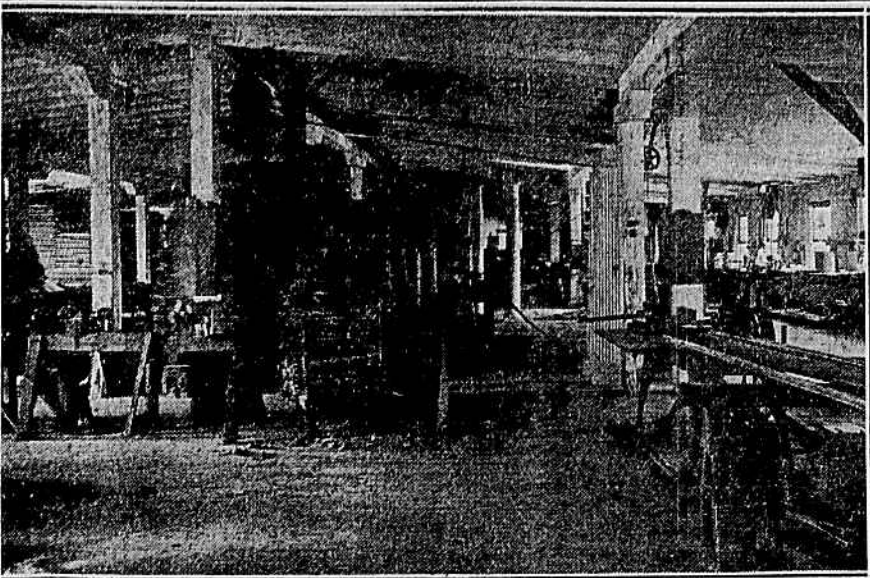
A Few Private Sales.
A \$10,000 residence on Park Avenue and a \$12,000 home in a central location, both sold by C. A. Rose Company, were among the larger sales of the week. Another agent reports quite a number of small residential sales within the city limits that aggregated nearly \$50,000. Still another tells of sales on St. John Street, on Church Hill, and in the suburbs that footed up \$15,000, and with the sale of a farm not far from Richmond he makes his footings run beyond the \$20,000 mark. Other agents refer in a vague way to "nice little" sales, and altogether the aggregated figures for the week run to about \$150,000, and this includes some good suburban deals. In fact, pretty much all of the transactions of the week were for residential property, either already built homes or lots upon which to build.

It is certainly true that there is a little more activity in the suburbs than in the city proper. Out in Glinter Park, for instance, the company which holds the lot there says they have had a most satisfactory week, they having sold nearly \$10,000 worth of property for home purposes, and have had a number of inquiries for lots. The handsome residence of Stewart H. Ford on the Hermitage road, is making a good show, and that of A. L.

INTERIOR VIEWS OF MILLER MANUFACTURING PLANT



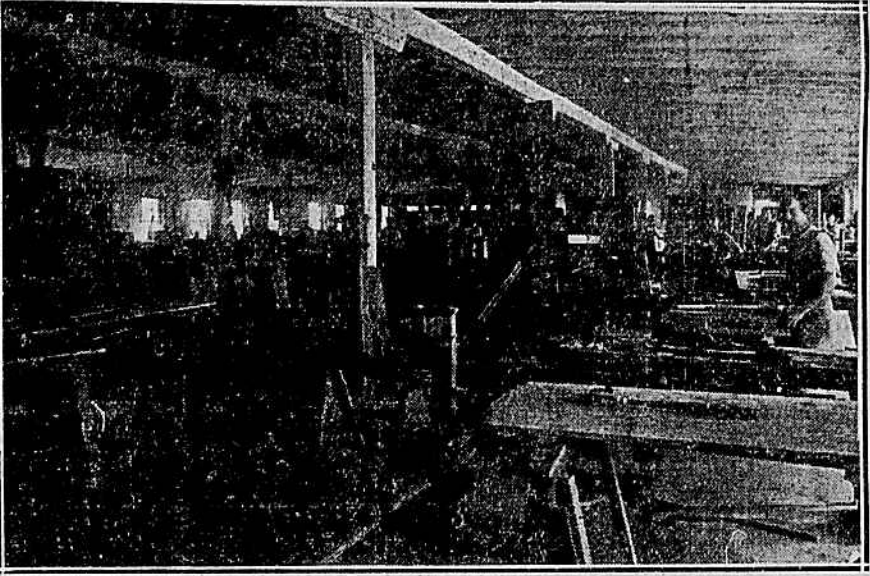
THE MAIN OFFICE.



STAIR AND PORCH COLUMN DEPARTMENT.



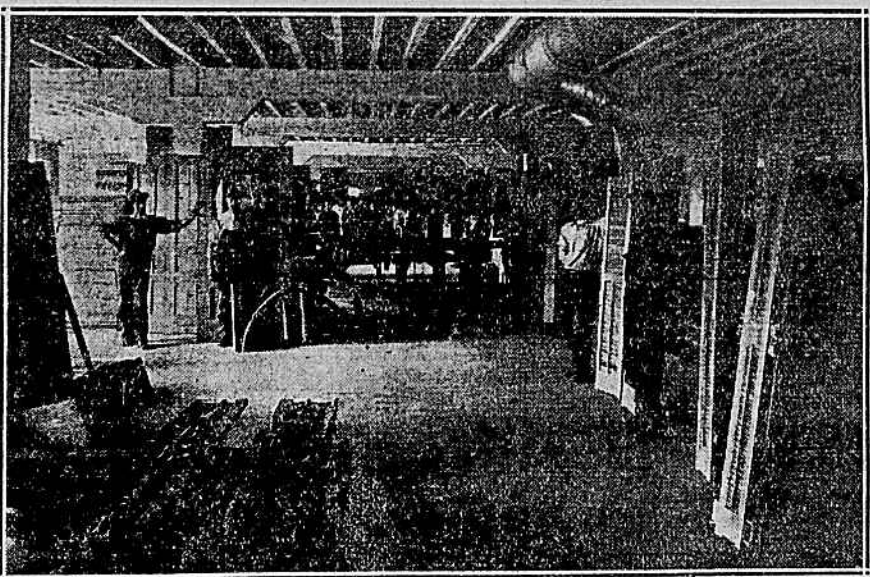
BOX AND SHOO DEPARTMENT.



MANTEL DEPARTMENT.



SASH AND BLIND DEPARTMENT.



MOWING DEPARTMENT.

APPLE SCARE FROM OFFICIAL SOURCE

Commissioner of Agriculture
Sees a Ghost and Unfurls a
Red Flag.

INDUSTRY IN GOOD SHAPE

New England Grows but Little
Fruit—Good Market for
Virginia Apples.

BY FRANK S. WOODSON.

A friend has sent me a marked copy of the Connecticut Farmer, a journal published in New Haven, a city of no mean report in the Nutmeg State, which journal claims to be the only periodical of its kind printed in Connecticut. The Connecticut Farmer deplores the fact that New England has to come to Virginia to buy good apples, and in reading a lecture to the cultivators of the irresponsible soil of the New England hills, the Farmer incidentally reminds the occupants of that soil that Virginia orchardists are far and away ahead of them. The farmer says:

"We have been told that the Southern farmer is listless and lacks push, preferring to haunt the village store than to tend his crops, and yet down in Virginia and North Carolina scientific apple-growing is an established institution, and the orchardists are making money growing apples to ship North into New England to satisfy the apple taste of a people who live in the midst of a fine apple-growing section, but who are so conservatively wedded to general farming that they will not depart from the cherished traditions of the preceding generation to take the initiative on their own behalf."

It is quite likely that the editor of the Farmer obtained his ideas of the loafing qualities of the average Virginian and Southerner in the same way and from the same sources that he and his neighbors obtained many other erroneous and ridiculous notions of Southern people. From time immemorial there has been somewhere in New England various and sundry Ananias clubs, whose principal business it was to impose upon the credulity of just such sapheads as I have quoted.

from when any information pertaining to the South was to be sought.

Facts Learned About Virginia.
Well, this editor of a New England farm journal is getting his eyes opened by degrees, for he says:

"In a recent issue of a New York financial paper appeared an article in reference to the apple orchards of Virginia. The article refers to a certain grower who sold \$10,000 worth of apples from a seventeen-year-old orchard containing 1,150 trees, or nearly \$10 a tree. It seems that in Allegheny county alone there are 505,000 apple trees. As the article well says, 'The apple orchard is a money corner of the first rank in Virginia.'"

"This only goes to show the strength of the apple revival that is taking place in almost every section of the East. We choose to designate Virginia as an Eastern State in distinction from the so-called Western States apple section. We have not heard much about the wonderful apples that are grown in the Blue Ridge Mountain section of Virginia and North Carolina. As a matter of fact, the Virginia orchardists are doing more for the improvement of the apple than the farmers of New England. Within the last two years whole sections of the Shenandoah Valley have been bought up by enterprising Western apple-growers, who realize the value of up-country Virginia soil for successful apple-growing."

Takes Us In His Crowd.
Mind you, up to the time he caught a glimpse of the New York financial paper he "had not heard much about the wonderful apples that are grown in the Blue Ridge Mountain section of Virginia," but after getting the information squeezed through his wooden nutmeg kind of a noggin, he condescended to "designate Virginia as an Eastern State in distinction from the so-called Western States apple section."

Judging from the lecture that the editor of the Connecticut Farmer then proceeds to read to the New England folks, I guess the "listless" Virginia orchardists would resist vigorously the effort to align them with "Eastern" or "New England" fruit-growers, courteously so called. Well, if the New England farmers and journals bearing the name have been slow to find out about the wonderful apples that are grown in Virginia it is a great consolation to know that the apple-eaters of Boston and other New England cities have not been that slow, for they have been buying them and eating them right along for several years past.

Getting Down Home.

By the way, talking about Virginia apples reminds me that the other day I saw in one of the city papers a very queer kind of a scarecrow. It was

PRIMINGS OFFERED ON TOBACCO MARKET

Good Prices Obtained—Farmers Report Good
Curings of Sun-Cured Stock in Counties
Surrounding Richmond.

During the past week the warehousemen of Richmond sold a few thousand pounds of primings and got good figures for them. Prices ranged from \$1.50 per 100 pounds, and the primings offered were not the very best in the world either. All of the farmers coming to market for primings report mighty good curings of the sun-cured stock in the counties surrounding Richmond, and they are promising the buyers all kinds of good stock this winter.

The trade the past week in redried tobacco and packages was a little dull, although some round lots changed hands at prices that were in the main very satisfactory. A buyer, who is on the alert for bright and for the shipping stocks is very firm, and when a man wants a few packages he must bid outside figures if he expects to get them.

The Virginia Burley dealers have encouraged reports from the country, and the indications now are that Virginia and West Virginia will sell on the Richmond market all kinds of good stock this winter.

The deliveries on the markets of the bright belt were small, but are gradually growing. As yet primings hold the first quality, which may make very valuable grades of the new leaf are beginning to show up. All the markets report firmness and demand for much time and money to get the tobacco ready to ship.

The crop of tobacco is late, and not half of it is yet cut.

The Rocky Mount Tobacco Market.
[Special to The Times-Dispatch.]
Lynchburg, Va., September 24.—John D. O'Leary, of the Lynchburg Tobacco Warehouse Co. (Inc.), makes the following report of tobacco sold on the Lynchburg market:

Sold week ending September 22, 53,700 pounds; sold week ending September 19, 116,000 pounds; decrease this week, 62,300 pounds.

Sold from September 1, 1909, to September 24, 1910, 492,500 pounds; sold from September 1, 1910, to September 23, 1910, 55,900 pounds; decrease for 1910, 26,400 pounds.

The offerings continue all together primings, and they are in greater demand than ever known before. Prices range from \$1.50 to \$2.00 per 100 pounds, the general average for the week being \$1.60, which is considered a splendid price for the quality of the offering.

BUFF ORPINGTONS AND OTHER BREEDS

Poultry Classes at the Fair.
Biggest Show Down of
the Years.

THE ORPINGTONS IN THE LEAD

Short History of Orpington
Strains—Fowls That Pay
in Many Ways.

BY WALTER C. SCHAAF.

Maybe we won't have a large poultry exhibit at the Virginia State Fair this year. It has been our ambition to have the pen class reach the one hundred mark. We had exactly 125 pens on our lists at the closing hour Tuesday night, and some more to come in. About two thousand birds in all under one roof is enough to gladden the heart of any poultry lover. The Orpingtons seem to lead them all in the entry lists, so I will endeavor to give you a short history of this all-around utility fowl.

The name Orpington was taken from Mr. Cook's house, and also the village about three miles from his residence, in Kent, England. It was somewhere back in the seventies that Mr. Cook (then one of the largest breeders in England) decided to turn a room for improvement in thoroughbred chickens, and by crossing and breeding some of the best chickens he had on his yards produced the Orpingtons. The original Orpingtons were black, to which variety since has been added white, buff, diamond jubilee and spangled Orpingtons. The single-combed buff is the leader of them all, though in the last few years the white Orpington has occupied the limelight, mainly through the advertising genius of Kellestrass, of Kansas City.

I suppose almost every one anyway interested in poultry has heard of the famous \$10,000 hen, Peggy, and four of her offspring, which Mr. Kellestrass sold to Paderewski, the pianist, for \$7,500. Now let me say right here I don't agree with some of my Orpington friends who say "the Orpington is the best breed on earth." There is no best breed. Almost any breed will do well if you treat them right. The

RICHMOND'S WAY; BIG INDUSTRIES

Manufacturing Com-
pany's Great Plant Ran
Up as if by Magic.

A NINETY-DAY JOB WAS WELL DONE

Big Wood-Working Establish-
ment of Which Greater Rich-
mond Is Justly Proud—The
Day of Small Things
Breaks Into an Era of
Industrial Greatness.

BY FRANK S. WOODSON,
Industrial Editor.

Richmond's modern way of doing things in the industrial line is to go right ahead and do them quickly, in the which Richmond is several bow-shots in advance of your Uncle Samuel, who has already been more months and weeks and days making a hole in the ground, over which to build a post-office and a custom house, than the average Richmond industrial requires to complete a great industrial plant from the first start towards making the hole in the ground to the making on of the last shingle on the building or buildings, the installation of the machinery and the setting to work of several hundred men.

Of fact has been time and again demonstrated within the past few years, but the high-water mark in this kind of hustling has been made by the Miller Manufacturing Company, Incorporated, and the story of how they built and equipped a great wood-working plant on one side of James River, moved all of their stock, machinery and paraphernalia, etc., from the opposite side, put the new and tremendously enlarged plant to work, and never lost an hour from actual operations, and did it all in the short space of three months, is well worth space in the industrial section. It is well worth it because it points a moral, and is an object lesson from which others can take notes, and from which even so prodigious a builder as the United States government can learn a thing or two in regard to twentieth century hustling methods.

What Richmond Loves.
This Miller Manufacturing Company is one of the concerns, and theirs is one of the industrial establishments of which Richmond is justly proud, for it started in a small way and has grown to mammoth proportions because of the native grit, energy and sterling business qualities of Virginia young men. Nearly all of the big enterprises in this enterprising old town were born and grew just that way.

Of course, big establishments that started big and with unlimited capital behind them in the beginning, which capital stood as a guarantee against any failure or falling down are good things to have in a community, and Richmond wants more of them. Wouldn't mind having a new one to this spring up every week in the year. At the same time, it is but natural that Richmond should be mighty proud of those that were started in a small way by her own folks, and by their energy and wit were pushed to greatness.

Growth From Small Start.
Along about the year 1897 J. Clifford Miller and Henry S. Winston formed the firm of Miller & Winston, and down on South Sixth Street commenced business in a small way, Manufacturing Company, and the char-
acter and bank reputation. They also did some hustling in turning out packing cases, box-making and shoo-making. The business grew so rapidly that before it was two years old the plant had to be doubled, and it was soon necessary to enlarge a second time. In 1901 the plant was changed to Miller & Winston, and under that name the business was conducted a few years. By this time the scope of the enterprise had become so greatly enlarged that new factories became necessary to properly care for the rapidly increasing business, and a sub-plant was built and equipped in what was then Manchester. The firm continued to operate on this increased and even larger scale the two plants on opposite sides of the James.

About a year ago the company was incorporated as the Miller Manufacturing Company, and the charter granted by the State Corporation Commission named the following officers: J. Clifton Miller, president and treasurer; Henry S. Winston, vice-president and general manager; Walter S. Clack, secretary. The above named, with Albert W. Payne, compose the board of directors, and it is no secret that these four are the only stockholders.

The company was energetically discussing the absolute necessity of still further enlargement, so as to meet the demands of their growing trade, when the annexation of Manchester to Richmond became a real live subject, and with their eyes on Greater Richmond the company acquired the property they wanted in Manchester, which consists of four solid blocks within the corporate limits and fifty-two acres adjoining, and just beyond the city limits. This property is bounded by Stockton, Marks and Sixth and Seventh Streets, and is intersected by Everett, Maury and Lee Streets—a magnificent site for such an enterprise, and enough surplus ground on which to grow even greater ventures.

The immense plant on this property was commenced in April last, and in just three months the buildings had been completed, the up-to-date machinery installed, the stock and fixtures moved from South Sixth Street, on the north side of the James, to the work of turning out the factory's product from new quarters commenced, and never a day was lost by the hands or the machinery.

Substantial Buildings and Ample Space.
"The biggers are the short space of three months are of brick and concrete, and are models in their way. They consist of two large and commodious factories and a handsome office, a power plant, engine room, sawmills, etc., all of which cover